

Message Text

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PAGE 01 LUSAKA 02345 121456Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----123128 122156Z /75

R 101200Z AUG 77 ZDK
FM AMEMBASSY LUSAKA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6308

UNCLAS LUSAKA 2345

E.O. 11652: N/A
TAGS: BEXP, ZA
SUBJECT: WTDR/FTI-ZAMBIA BATA SHOE CO. LTD.

REF: USDOC 14473, STATE A-420

1. ZAMBIA

2. CNTRY CODE: 794

3. SER NO: N.A.

4. ZAMBIA BATA SHOE CO. LTD.

5. P.O. BOX 479; MUKWA RD.

6. LUSAKA, ZAMBIA

7. ESTABL: 1963

8. EMPL: 800

9. SIZE: (19-X) LARGE

10. REPUTATION: (22-X) GOOD

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PAGE 02 LUSAKA 02345 121456Z

11. TRADES ITS PRODUCTS IN ZAMBIA AND NEIGHBORING COUNTRIES

12. DATE: 08/77

13A. 31400/031 MFR. DIST. RETAILER OF FOOTWEAR OF ALL KINDS
B. 31111/04 MFR. TANNER AND EXP. OF LEATHER
C. 31400/531 IMP. DIST. RETAILER OF ALL KINDS OF FOOTWEAR

D. 31433/04 MFR. EXP. OF VARIETY OF FOOTWEAR

14. CONTACT: PAUL KOS, MANAGING DIRECTOR

15. CABLE: BATA SHOE

16. TELEX: --

17. TEL: 72936

18. FINANCIAL REFS: N.A.

19. TRADE REFS: N.A.

20. FOREIGN FIRMS REPRESENTED: N.A.

21. LARGE INTERNATIONAL SHOE MANUFACTURING COMPANY WHICH IS A MEMBER OF THE BATA GROUP COMPOSED OF 98 INDEPENDENT COMPANIES OPERATING AROUND THE WORLD, WITH HEADQUARTERS IN TORONTO, CANADA. THE ZAMBIA COMPANY WAS ESTABLISHED IN 1963 WITH AN AUTHORISED CAPITAL OF K1.25 MILLION (APP. DOLS 2 MILLION). THE FIRM SELLS WELL OVER 2.5 MILLION PAIRS OF SHOES ANNUALLY (MOST OF THEM LOCALLY MANUFACTURED) ON THE ZAMBIA MARKET. BY OCTOBER, 1975 THE FIRM HAD ALREADY EXPORTED 1,500 PAIRS OF INDUSTRIAL BOOKS TO ZAIRE IN ITS SHOE EXPORT DRIVE. IN ADDITION IT EXPORTED 6,00 QUADRATS
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PAGE 03 LUSAKA 02345 121456Z

OF LEATHER TO MALAWI FROM ITS KAFUE TANNERY AND FACTORY. HIDES AND SKINS FOR THE TANNERY ARE SUPPLIED BY COLD STORAGE BOARD OF ZAMBIA AND INDIVIDUAL SUPPLIERS. TODAY THE COMPANY HAS FIVE WHOLESALE DEPOTS, 11 COMPANY-OWNED RETAIL SHOPS, 13 FRANCHISE-OWNED RETAIL SHOPS, 25 APPOINTED DEALERS ALL OVER THE COUNTRY, AS WELL AS A MODERN TANNERY WORTH APPROXIMATELY DOLS 3 MILLION AT KAFUE, 43 KILOMETRES SOUTH OF LUSAKA. THE TANNERY SUPPLIES THE BATA FACTORY IN LUSAKA WITH DOLS 1.5 MILLION IN FOREIGN EXCHANGE FOR THE IMPORTATION OF LEATHER ANNUALLY. THE FIRM EMPLOYS A TOTAL OF 800 PEOPLE. AS AT DECEMBER 31, 1976 INDIVIDUAL ZAMBIA SHAREHOLDERS OWNED A TOTAL OF 156,600 SHARES IN THE COMPANY. THE BATA TANNERY AT KAFUE IS CAPABLE OF PROCESSING UP TO 500 HIDES AND SKINS INTO LEATHER PER DAY WHILE THE SHOE FACTORY IN LUSAKA HAS CAPACITY FOR PRODUCING 2,856,000 PAIRS OF SHOES ANNUALLY. IN 1976 THE COMPANY PRODUCED 2,269,000 PAIRS AND SOLD 2,816,000 PAIRS, THE DIFFERENCE BEING MADE UP BY IMPORTS. TRAINING PROGRAMS HAVE BEEN HIGH ON THE COMPANY'S PRIORITIES; DURING 1976, 107 EMPLOYEES PARTICIPATED IN TRAINING COURSES BOTH IN ZAMBIA AND ABROAD. THE FIRM HAS VERY GOOD REPUTATION IN THE ZAMBIA COMMUNITY AND SHOULD BE GOOD TRADE CONTACT FOR

U.S. SUPPLIERS.
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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Copy: SINGLE
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Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Format: TEL
From: LUSAKA
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770877/aaaacnhb.tel
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SAS ID: 1648410
Secure: OPEN
Status: NATIVE
Subject: WTDR/FTI-ZAMBIA BATA SHOE CO. LTD.
TAGS: BEXP, ZA
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